

## Lesson Plan

**Name of Assistant Professor: Dr. Rita Galgat**

**Class and Section: M. Com 3rd Semester**

**Subject: MCOM/GEN/3/CC11: Ethics, Corporate Governance and Sustainability**

**Session: 2025-26 Odd Semesters**

| <b>Month</b>          | <b>Topics to be covered</b>  |
|-----------------------|--|
| <b>August 2025</b>    | Evolution of corporate governance; developments in India;<br>Regulatory framework of corporate governance in India; SEBI guidelines on corporate governance; reforms in the Companies Act.<br>Corporate management vs. governance; internal constituents of the corporate governance;<br><b>Peer Teaching, Individual Learning/ Self Study Presentations</b> |
| <b>September 2025</b> | key managerial personnel (KMP); chairman- qualities of a chairman, powers, responsibilities and duties of a chairman; chief executive officer (CEO), role and responsibilities of the CEO.<br><b>Group Teaching and Learning</b><br><b>Assignment-i</b><br><b>Presentations</b>  |
| <b>October 2025</b>   | Introduction to Business Ethics: The concept, nature and growing significance of Ethics in Business, Ethical Principles in Business, Ethics in Management, Theories of Business Ethics, Ethical Issues in Business, Business Ethics in 21st Century.<br><b>Unit Test</b><br><b>Group Discussions</b><br><b>Presentations</b><br><b>Assignment-ii</b>         |
| <b>November 2025</b>  | Ethics in various functional areas of Business: Ethics in Finance, Ethics in HRM, Ethics in Marketing, Ethics in Production and Operation Management.<br><b>Presentations</b><br><b>Revisions and Tests</b>  |
| <b>December 2025</b>  | <b>Revisions and Tests</b><br><b>Tutorial session for problem solving Class</b><br><b>Room Discussions</b>   |

## Lesson Plan

**Name of Assistant Professor: Dr. Rita Galgat**

**Class and Section: B.Com. 3rd Semester**

**Subject: CDLU/SEC/3/201: Event Management**

**Session: 2025-26 Odd Semesters**

| <b>Month</b>          | <b>Topics to be covered</b>   |
|-----------------------|---|
| <b>August 2025</b>    | Principles of Event Management; Types of events: Sports, Rallies, Wedding, Festivals, Educational and Corporate events; Developing mission, establishing objectives, preparing event proposal.<br><br><b>Peer Teaching, Individual Learning/ Self Study Presentations</b> |
| <b>September 2025</b> | Leadership Traits and characteristics, Crowd management, Major risks and emergency planning; Event Budget Different types of sponsorships.<br><br><b>Group Teaching and Learning<br/>Assignment-i<br/>Presentations</b>   |
| <b>October 2025</b>   | Purpose, Venue, Timing, Guest list, Invitations, Food & drink, Room dressing, Equipment, Protocols,<br><b>Unit Test<br/>Group Discussions<br/>Presentations<br/>Assignment-ii</b>   |
| <b>November 2025</b>  | Dress codes, Staging, Guest of honor, Speakers, Media, Photographers, Podium, Exhibition.<br><b>Presentations<br/>Revisions and Tests</b>   |

## Lesson Plan

**Name of Assistant Professor: Dr. Rita Galgat**

**Class and Section: B.Com. 3rd Semester**

**Subject: BCOM/MD/3/DSC/203: Business Economics- II**

**Session: 2025-26 Odd Semesters**

| <b>Month</b>          | <b>Topics to be covered</b>  |
|-----------------------|--|
| <b>August 2025</b>    | Macro Economics: Nature, scope, concepts and variables; National income: concepts and measurement; Circular flow of income (four sector);<br><b>Peer Teaching, Individual Learning/ Self Study Presentations</b>   |
| <b>September 2025</b> | Consumption function; Investment function; Multiplier: concepts and importance; Principle of acceleration.<br><b>Group Teaching and Learning<br/>Assignment-i<br/>Presentations</b>  |
| <b>October 2025</b>   | Keynesian theory of income- output and employment, Equilibrium of product and money market using IS-LM approach, Inflation: Meaning, types, causes, effects and remedial measures.<br><b>Unit Test<br/>Group Discussions<br/>Presentations<br/>Assignment-ii</b> |
| <b>November 2025</b>  | Business cycle: Meaning and phases; Instruments of monetary policy and fiscal policy and their effectiveness.<br><b>Presentations<br/>Revisions and Tests</b>  |

**Class and Section: M. Com 1st Semester**

## Lesson Plan

**Name of Assistant Professor: Dr. Rita Galgat**

**Subject: MCOM/COM/1/DSC/403: Statistics for Business**

**Session: 2025-26 Odd Semesters**

| <b>Month</b>          | <b>Topics to be covered</b>   |
|-----------------------|---|
| <b>August 2025</b>    | <b>Univariate Analysis</b><br>-Univariate analysis: central tendency, dispersion (theoretical concept); -Probability: Introduction, addition theorem, multiplication theorem, conditional probability, Bayes Theorem -Theoretical Probability Distributions: Binomial, Poisson, Normal Distribution; their characteristics and applications<br><b>Peer Teaching, Individual Learning/ Self Study Presentations</b>  |
| <b>September 2025</b> | <b>Foundations of Inferential Statistical</b><br>- Sampling and Sampling Distributions<br>- Central Limit Theorem<br>Estimation: Point and Interval Estimation of Mean and Proportion<br>- Hypothesis Testing: Concepts, Errors, p-value, One-tailed and Two-tailed Tests<br>- Tests for Mean, Proportion, Variance (Z-test, t-test, Chi-square test, F-test)<br>- Non-Parametric Tests: Sign Test, Mann-Whitney Test (Introductory)<br><b>Group Teaching and Learning</b><br><b>Assignment-i</b><br><b>Presentations</b> |
| <b>October 2025</b>   | <b>Correlation, Regression and Statistical Quality Control</b><br>- Correlation Analysis: Pearson and Spearman Coefficients<br>- Simple and Multiple Linear Regression Models<br>- Interpretation of Regression Coefficients and Model Fit (R-squared) -Statistical Quality Control: Causes of Variation in Quality, Control Charts, Acceptance Sampling<br><b>Unit Test</b><br><b>Group Discussions</b><br><b>Presentations</b><br><b>Assignment-ii</b>  |
| <b>November 2025</b>  | <b>Making Inference About the Variability of Two Or More Means</b><br>Analysis of Variance: Observing the Same Participants Across Group, BetweenSubjects Design, Source of Variations, Source of Errors (One- Way), Two-way Between Subjects-Factorial Designs, Describing of Variability.<br><b>Presentations</b><br><b>Revisions and Tests</b>   |
| <b>December 2025</b>  | <b>Revisions and Tests</b><br><b>Tutorial session for problem solving Class</b><br><b>Room Discussions</b>  |

**Class and Section: M. Com 3rd Semester**

## Lesson Plan

**Name of Assistant Professor: Dr. Rita Galgat**

**Subject: MCOM/GEN/3/DSC1/MM: Marketing of Services**

**Session: 2025-26 Odd Semesters**

| <b>Month</b>          | <b>Topics to be covered</b>  |
|-----------------------|--|
| <b>August 2025</b>    | Introduction to Services: Service and Technology, Goods versus Services, Service Marketing Mix, Gap model of Services, important service industries- Hospitality and Tourism, Transportation, Telecom, Banking and Insurance, Education and Entertainment, Healthcare. Service classification and challenges in Service Business.<br><b>Peer Teaching, Individual Learning/ Self Study Presentations</b> |
| <b>September 2025</b> | Focus on the Customer: Consumer behaviour in Services, Customer Expectation of Services, and Customer perception of services Elements in an effective services marketing research programme, Building customer relationship, Relationship development strategies, Reasons of Service failure, Service recovery and strategies.<br><b>Group Teaching and Learning<br/>Assignment-i<br/>Presentations</b>  |
| <b>October 2025</b>   | Aligning Service design and standards: Challenges of Services Innovation and design, new service development process Service Blueprinting, Customerdefined service standards and its types,<br><b>Unit Test<br/>Group Discussions<br/>Presentations<br/>Assignment-ii</b>  |
| <b>November 2025</b>  | Delivering and performing services: Employees role in service delivery, Customers role in-service delivery, Delivering services through intermediaries and electronic channels, Strategies for matching capacity and demand, Key service communication challenges, Approaches to pricing services, Financial and Economic impact of services.<br><b>Presentations<br/>Revisions and Tests</b>            |
| <b>December 2025</b>  | <b>Revisions and Tests<br/>Class Room Discussions</b>  |

## Lesson Plan

**Name of Assistant Professor: Dr. Rita Galgat**

**Class: B.Com 5th Semester**

**Subject: – BC 5.2: PRINCIPLES OF MARKETING**

**Session: 2025-26 Odd Semesters**

| <b>Month</b>    | <b>Topics to be covered</b>  |
|-----------------|--|
| <b>Aug 2025</b> | Introduction – Nature, Scope and importance of marketing, Evolution of marketing, selling vs. Marketing, Marketing Environment, Consumer Behavior:- Nature and importance, consumer buying decision process, Factors influencing consumer buying behavior. Market Segmentation: - concept importance and bases: Target market selection: Positioning concept, importance and bases: product differentiation vs. market segmentation.   |
| <b>Sep 2025</b> | Product: Concept and importance: product classification: concept of product mix: Branding, packaging and labeling : product support services. Product life cycle: New Product Development Process , consumer adoption process<br>Pricing: significance: factors affecting price of a product. Pricing policies and strategies<br><b>Class Discussion</b><br><b>PPT Presentation</b>  |
| <b>Oct 2025</b> | <b>Distribution Channels and Physical Distribution:</b> Channels of distribution-meaning and importance: Types of distribution channels: Functions of middle man: Factors affecting choice of distribution channel: Wholesaling and retailing: types of Retailers: e- tailin , physical distribution, Promotion: Nature and importance of promotion, communication process: Types of promotion: advertising.<br><b>Class Room Discussions</b><br><b>Unit Test-I</b><br><b>Assignment-1</b> |
| <b>Nov 2025</b> | Personal selling public relations and sales promotion, and their distinctive characteristics: promotion mix and factors affecting promotion mix decisions. Recent development in marketing: Social marketing, online marketing, direct marketing, service marketing, green marketing, rural marketing, consumerism<br><b>Assignment-II</b><br><b>Class Room Discussions</b><br><b>Group Discussion</b>   |



## Lesson-Plan

**Name of Assistant Professor** : SUMITRA RANI  
**Class and Section** : B.Com. 1<sup>st</sup> year, Semester-1  
**Subject** : Business Laws (BCOM/MD/1/DSC/103)  
**Session** : 2025-2026

| Month          | Particulars   |
|----------------|---|
| July 2025      | The Indian Contract Act, 1872: General Principle of Law of Contract <ul style="list-style-type: none"> <li>• Business Law: An Overview</li> <li>• Contract- meaning, characteristics</li> <li>• Kinds of contract</li> </ul>  |
| August 2025    | The Indian Contract Act, 1872: General Principle of Law of Contract <ul style="list-style-type: none"> <li>• Essentials of valid contract</li> <li>• Offer and Acceptance</li> <li>• Contractual Capacity of Parties</li> <li>• Free Consent of Parties</li> <li>• Lawful Consideration and Object</li> <li>• Agreements Expressly declared as void</li> <li>• Class test</li> <li>• Discuss Different case study</li> </ul>                    |
| September 2025 | <ul style="list-style-type: none"> <li>• Implied or Quasi or Constructive contracts</li> <li>• Performance of contracts</li> <li>• Discharge of Contracts</li> <li>• Consequences of Breach of Contract</li> <li>• Group Discussion</li> </ul>  |
| October 2025   | <ul style="list-style-type: none"> <li>• Contract of Indemnity and Guarantee</li> <li>• Contracts of Bailment and Pledge</li> <li>• Contracts of Agency</li> </ul> Sale of goods Act,1930: An overview <ul style="list-style-type: none"> <li>• Contract of sale and difference between sale &amp; agreement to sell.</li> <li>• Condition and Warranties</li> <li>• Unpaid Seller</li> <li>• Mid-Term exam</li> <li>• Assignment- I</li> </ul> |



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| <b>November 2025</b> | <p>Sale of goods Act,1930: An overview</p> <ul style="list-style-type: none"><li>• Transfer of Property or Ownership</li><li>• Performance of the Contract of Sale</li><li>• Remedies for breach of contract</li><li>• Assignment-II</li><li>• Revision</li><li>• Class Test</li><li>• PPT</li></ul> |
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**Signature**

## **Lesson-Plan**

**Name of Assistant Professor** : **SUMITRA RANI**  
**Class and Section** : **B.Com. 2nd year, Semester-3rd**  
**Subject** : **International Marketing (BCOM/MD/MIC/202)**  
**Session** : **2025-2026**

| <b>Month</b>          | <b>Particulars</b>   |
|-----------------------|--|
| <b>July 2025</b>      | <ul style="list-style-type: none"><li>• Introduction: Meaning, Scope and Importance of International Marketing</li></ul>   |
| <b>August 2025</b>    | <ul style="list-style-type: none"><li>• International Marketing Environment</li><li>• Market Entry Modes</li><li>• Branding, Packaging and Labelling</li><li>• Class test</li></ul>  |
| <b>September 2025</b> | <ul style="list-style-type: none"><li>• International Distribution: Management of Distribution Channels and Logistics.</li><li>• Selection and Appointment of Foreign sales Agents</li><li>• Class Test</li><li>• Group Discussion</li></ul>   |
| <b>October 2025</b>   | <ul style="list-style-type: none"><li>• Promotion of Product Abroad: Sales Literature, Direct Mail</li><li>• Personal Selling, Advertising, Trade Fairs and Exhibitions</li><li>• Problem Solving Session</li><li>• Mid-Term exam</li><li>• Assignment- I</li></ul>  |
| <b>November 2025</b>  | <ul style="list-style-type: none"><li>• Product Planning for International Market: Standardization and Adaptation</li><li>• New Product Development</li><li>• International Pricing: Factors influencing International Price</li><li>• International Price Quotation and Payment terms</li><li>• Revision &amp; Class test</li></ul> |

**Signature**

## Lesson-Plan

**Name of Assistant Professor** : **SUMITRA RANI**  
**Class and Section** : **B.Com. 3rd year, Semester-V**  
**Subject** : **Financial Management (BC-5.1)**  
**Session** : **2025-2026**

| Month          | Particulars   |
|----------------|---|
| July 2025      | <ul style="list-style-type: none"><li>• Financial Management: An Overview</li><li>• Nature and Scope of Financial Management</li><li>• Changing role of financial management in India.</li></ul>                                      |
| August 2025    | <ul style="list-style-type: none"><li>• Financial Planning and Forecasting</li><li>• Investment Decisions.</li><li>• Capital Budgeting.</li><li>• Capital Budgeting under Risk and Uncertainty</li><li>• Class Test</li></ul>         |
| September 2025 | <ul style="list-style-type: none"><li>• Capitalization.</li><li>• Sources of Finance-I</li><li>• Sources of Finance-II</li><li>• Cost of Capital</li><li>• Unit-Test</li><li>• Assignment- I</li></ul>                                |
| October 2025   | <ul style="list-style-type: none"><li>• Operating and Financial Leverages.</li><li>• Capital Structure</li><li>• Dividend Policy.</li><li>• Unit Test</li><li>• Assignment-II</li><li>• Group Discussion</li></ul>                    |
| November 2025  | <ul style="list-style-type: none"><li>• Management of Working Capital</li><li>• Management of Cash</li><li>• Management of Receivables</li><li>• Inventory Management</li><li>• Revision</li><li>• Class Test</li><li>• PPT</li></ul> |

Signature

## Lesson-Plan

**Name of Assistant Professor: SUMITRA RANI**

**Class and section: M. Com 3rd Semester (2025-2026)**

**Subject: Product and Brand Management (MCOM/GEN/3/DSC6/MM)**

| Month                 | Particulars   |
|-----------------------|---|
| <b>August 2025</b>    | <ul style="list-style-type: none"><li>• Branding terminology, basic branding concepts- brand awareness, brand personality, brand image, brand identity, brand loyalty, brand equity.</li><li>• Major Branding Decisions: selecting a brand name, brand extension decision, family versus individual brand names, multiple branding, private versus national branding,</li><li>• Importance of Branding.</li><li>• Group discussion.</li><li>• Class Test</li></ul>  |
| <b>September 2025</b> | <ul style="list-style-type: none"><li>• Branding challenges and opportunities</li><li>• Concept of brand equity, sources and benefits of brand equity, customer-based Brand equity, designing marketing programme to built brand equity, measurement of brand equity.</li><li>• Strategic brand management process.</li><li>• Concept of Brand positioning and repositioning, Identifying and establishing brand positioning and values.</li><li>• Assignment-I</li><li>• Problem-solving session</li><li>• Peer Teaching</li></ul> |
| <b>October2025</b>    | <ul style="list-style-type: none"><li>• Planning and Implementing brand marketing programmes, designing marketing programmes.</li><li>• Measuring and Interpreting brand performance.</li><li>• Legal aspects of Branding, Copyright, Trademarks and IPR, designing and implementing branding strategies; Brand building and communication.</li><li>• E-Branding, handling brand name changes.</li><li>• Assignment-II</li></ul>  |

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|                          | <ul style="list-style-type: none"> <li>• Peer Teaching</li> <li>• Unit Test</li> </ul>   |
| <b>November<br/>2025</b> | <ul style="list-style-type: none"> <li>• New products and brand extension, evaluating brand extension opportunities, reinforcing brands, revitalising brands.</li> <li>• Managing brands over geographic boundaries and market segments, rationale for going international.</li> <li>• Global marketing programmes- advantage and disadvantage, standardization versus customisation, global brand strategy.</li> <li>• Branding in rural marketing, branding in specific sectors: retail, industrial, service brands.</li> <li>• Peer Teaching</li> <li>• PPT</li> <li>• Problem-solving session</li> </ul> |
| <b>December<br/>2025</b> | <ul style="list-style-type: none"> <li>• Revision</li> <li>• Mock Test</li> </ul>  |

**Signature**

## **Lesson-Plan**

**Name of Assistant Professor: SUMITRA RANI**

**Class and section: M. Com I<sup>st</sup> Sem. (2025-2026)**

**Subject: Financial Reporting and Standards-I (MCOM/COM/1/DSC/404)**

| <b>Month</b>          | <b>Particulars</b>  |
|-----------------------|---|
| <b>August 2025</b>    | <ul style="list-style-type: none"><li>• Concept, Objectives and Users of Financial Reporting</li><li>• Qualitative Characteristics of Financial Information</li><li>• Elements of Financial Statements</li><li>• Underlying Assumptions and Principles of Accounting</li><li>• Role of SEBI, ICAI, and NFRA in Financial Reporting in India</li><li>• Class Test</li><li>• Peer Teaching.</li><li>• Problem-solving session</li></ul>   |
| <b>September 2025</b> | <ul style="list-style-type: none"><li>• Overview of Ind AS and IFRS convergence process</li><li>• Presentation of Financial Statements (Ind AS 1)</li><li>• Accounting Policies, Changes in Estimates and Errors (Ind AS 8)</li><li>• Events after the Reporting Period (Ind AS 10)</li><li>• Property, Plant and Equipment (Ind AS 16)</li><li>• Revenue Recognition (Ind AS 115)</li><li>• Class Test</li><li>• Group Discussion.</li><li>• Problem-solving session</li></ul> |
| <b>October 2025</b>   | <ul style="list-style-type: none"><li>• Leases (Ind AS 116)</li><li>• Inventories (Ind AS 2)</li><li>• Impairment of Assets (Ind AS 36)</li><li>• Provisions, Contingent Liabilities and Assets (Ind AS 37)</li><li>• Financial Instruments: Recognition and Measurement (Ind AS 109)</li><li>• PPT</li><li>• Unit Test</li><li>• Assignment-I</li><li>• Problem-solving session</li></ul>  |

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|----------------------|--|
| <b>November 2025</b> | <ul style="list-style-type: none"> <li>• IFRS Foundation, IASB and Standard-Setting Process</li> <li>• Structure and Components of IFRS</li> <li>• Key IFRS vs Ind AS Differences</li> <li>• Challenges and Benefits of IFRS Convergence in India</li> <li>• IFRS Implementation Issues in Emerging Economies</li> <li>• Problem-solving session</li> <li>• PPT</li> <li>• Revision</li> </ul> |
| <b>December 2025</b> | <ul style="list-style-type: none"> <li>• Mock Test</li> <li>• Revision</li> </ul>  |

**Signature**

## Lesson Plan

(2025-26)

Subject Teacher: Ms. Priti

Class: M.Com III Sem

Subject: Export Import Procedures and Documentation

Code: MCOM/GEN/3/CC12

| Month            | Particulars  |
|------------------|--|
| <b>AUGUST</b>    | Export Preliminaries, Documentation in international trade: Aligned Documentation System (ADS); Commercial documents, Regulatory documents, Documents related to goods, shipment, payment, inspection and legal regulated documents, Official machinery for consultation.                                      |
| <b>SEPTEMBER</b> | Export contract: Distinction between domestic sales contract and export sales contract, Major laws for export contracts, Elements in export contracts, Dispute settlement, Role of ICC; INCOTERMS, Containerization.<br><br>Assignment   |
| <b>OCTOBER</b>   | Export order processing; shipping and custom clearance of export and import cargo; central excise clearance; Role of clearing and forwarding agents. Types of risks in international trade, Cargo Insurance and claim Procedures<br><br>Test and Presentation  |
| <b>NOVEMBER</b>  | Methods of payment in international trade; documentary collection of export bills, UCPDC guideline, Instruments of payments, Pre-shipment and post-shipment finance, Negotiation of documents with banks, Main Provisions of FEMA; Procedure and documentation for availing export incentives.<br><br>Revision |



## Lesson Plan

(2025-26)

Subject Teacher: Ms. Priti

Session: M.Com I Sem

Subject: Business Marketing

Code: MCOM/COM/1/DSC/402

| Month            | Particulars  |
|------------------|--|
| <b>AUGUST</b>    | Meaning, Nature and Scope of Marketing, Core Marketing Concepts: Needs, Wants, Demands, Value and Satisfaction, Marketing Environment: Micro and Macro Factors, Marketing Philosophies and the Holistic Marketing Concept, Marketing Mix and Marketing Process, Strategic Planning and Marketing in the Digital Era  |
| <b>SEPTEMBER</b> | Understanding Consumer Behaviour: Buying Roles and Buyer Decision Process, Factors Influencing Consumer Behaviour: Cultural, Social, Personal, and Psychological, Business Buyer Behaviour and B2B Markets, Market Segmentation: Bases and Strategies, Targeting and Positioning Strategies, Customer Relationship Management (CRM) and Retention.<br><br>Assignment   |
| <b>OCTOBER</b>   | Product Decisions: Product Classification, Product Life Cycle, New Product Development, Branding, Packaging, and Labeling Decisions, Pricing Decisions: Pricing Objectives, Strategies, and Methods, Place/Distribution Decisions: Channels of Distribution, Channel Management, Logistics, Promotion Decisions: Promotion Mix, Advertising, Sales Promotion, Public Relations, Personal Selling, Integrated Marketing Communications (IMC)<br><br>Test and Presentation |
| <b>NOVEMBER</b>  | Digital Marketing: SEO, SEM, Social Media Marketing, Content Marketing, E-commerce and M-commerce Strategies, Ethical Issues in Marketing and Consumer Protection, Sustainable and Green Marketing, Global Marketing: Entry Strategies, International Product and Promotion Decisions, Marketing Analytics and Metrics for Decision Making.<br><br>Revision  |

## Lesson Plan

(2025-26)

Subject Teacher: Ms. Priti

Session: M.Com I Sem

Subject: Managerial Economics

Code: MCOM/COM/1/DSC/405

| Month            | Particulars   |
|------------------|---|
| <b>AUGUST</b>    | Nature, Scope, and Importance of Business Economics, Basic Economic Problems and Role of Price Mechanism, Demand Analysis: Law of Demand, Elasticity of Demand (Price, Income, Cross), Demand Forecasting: Methods and Applications in Business Decisions, Consumer Behaviour: Cardinal and Ordinal Approaches (Utility and Indifference Curve Analysis)                  |
| <b>SEPTEMBER</b> | Production Function: Short,run and Long,run Analysis, Law of Variable Proportions and Returns to Scale, Isoquants and Isocosts, Optimal Input Combination, Cost Concepts: Fixed, Variable, Total, Marginal and Average Costs, Revenue Curves and Break,even Analysis.<br>Assignment   |
| <b>OCTOBER</b>   | Perfect Competition: Features, Price and Output Determination, Monopoly: Price Discrimination and Regulation, Monopolistic Competition: Product Differentiation and Selling Cost, Oligopoly: Kinked Demand Curve, Price Leadership, Collusion, Pricing Strategies: Cost,plus Pricing, Penetration Pricing, Skimming Pricing, Peak, load Pricing.<br>Test and Presentation |
| <b>NOVEMBER</b>  | National Income Concepts and Measurement, Inflation: Types, Causes and Control Measures, Business Cycles: Phases and Theories, Fiscal and Monetary Policies and their Impact on Business, Balance of Payments, Exchange Rate and International Trade Policies<br>Revision   |

## Lesson Plan

(2025-26)

Subject Teacher: Ms. Priti

MDC First Semester

Subject: Marketing for Beginners

Code: BCOM/MD/1/MDC/102

| Month     | Particulars  |
|-----------|--|
| AUGUST    | <ul style="list-style-type: none"><li>• Introduction to Marketing: Concept, Scope and Importance</li><li>• Marketing Philosophies</li><li>• Marketing Mix for goods and services</li></ul>   |
| SEPTEMBER | <ul style="list-style-type: none"><li>• Marketing Environment: Need for studying marketing environment; Micro environment, Macro environment</li><li>• Consumer Behaviour: Need for studying consumer behaviour</li><li>• Stages in consumer buying decision process</li></ul> Assignment  |
| OCTOBER   | <ul style="list-style-type: none"><li>• Factors influencing consumer's buying decisions</li><li>• Marketing Strategies: Market segmentation – concept and bases of segmenting consumer markets</li><li>• Market Targeting</li><li>• Product Positioning – concept and bases</li></ul> Test |
| NOVEMBER  | <ul style="list-style-type: none"><li>• Concept and classification: Product mix</li><li>• Branding</li><li>• Packaging</li><li>• Labelling</li><li>• Product support services</li><li>• Product life cycle – concept and marketing strategies</li></ul> Revision                           |

## Lesson Plan

(2025-26)

**Subject Teacher: Ms. Priti**

**MDC Third Semester**

**Subject: Fundamentals of Human Resource Mgt.**

**Code: BCOM/MD/3/MDC/203**

| <b>Month</b>     | <b>Particulars</b>  |
|------------------|---|
| <b>AUGUST</b>    | <ul style="list-style-type: none"><li>• Introduction to HRM: Concept, functions, significance</li><li>• Challenges of HRM</li><li>• Workplace diversity, employee empowerment</li></ul>   |
| <b>SEPTEMBER</b> | <ul style="list-style-type: none"><li>• Maintaining work-life balance, stress management</li><li>• Human Resource Planning and Procurement</li><li>• Dimensions of HR planning (quantitative &amp; qualitative)</li><li>• Job analysis, job description, job specification</li></ul> Assignment |
| <b>OCTOBER</b>   | <ul style="list-style-type: none"><li>• Recruitment: Concept, sources, techniques</li><li>• Selection: Concept and process</li><li>• Employee Training and Development: Concept &amp; methods</li><li>• Apprenticeship, understudy, job rotation, vestibule training</li></ul> Test             |
| <b>NOVEMBER</b>  | <ul style="list-style-type: none"><li>• Case study, role-playing, sensitivity training</li><li>• Development: In-basket, management games, conferences, seminars, coaching, mentoring, management development programs</li><li>• Training process outsourcing</li></ul> Revision                |

## Lesson Plan

(2025-26)

Subject Teacher: Ms. Priti

SEC FIRST SEM (B.COM)

Subject: Computer Applications in Business

Code: CDLU/SEC/1/101

| Month     | Particulars  |
|-----------|--|
| JULY      | <ul style="list-style-type: none"><li>Computing: Concept of computing, Data and information</li><li>Computing Interfaces: GUI, CLI, Touch Interface, NLI</li><li>Data processing</li></ul>   |
| AUGUST    | <ul style="list-style-type: none"><li>Applications of computers in business</li><li>Computer Networks: Meaning, objectives/needs, applications</li><li>Basic network terminology</li><li>Types of networks, Topologies</li><li>Distributed computing: Client-server, Peer-to-peer</li><li>Wireless networking, firewall</li></ul>  |
| SEPTEMBER | <ul style="list-style-type: none"><li>Word Processing: Concepts, Use of Templates and styles</li><li>Working with word document: Editing Text, Find &amp; Replace, Formatting, Spell check, Autocorrect, Auto-text</li><li>Bullets &amp; numbering, Tabs, Paragraph formatting, Indent, Page formatting, Header &amp; footer, Page break, Table of contents</li><li>Tables: Inserting, filling, formatting a Table, inserting Pictures, video,</li><li>Mail merge (Including linking with spreadsheet files as data source)</li></ul> Assignment |
| OCTOBER   | <ul style="list-style-type: none"><li>Printing documents, Citations, References, Footnotes</li><li>Basics of Presentations: Slides, Fonts, Drawing, Editing</li><li>Inserting: Tables, Images, Text, Symbols, Hyperlinking, Media</li></ul> Test   |
| NOVEMBER  | <ul style="list-style-type: none"><li>Design; Transition, Animation, Slideshow</li><li>Exporting presentations as PDF handouts and videos</li></ul> Revision   |

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C.M.G Government college for Women, Bhodia Khera  
(Affiliated to Chaudhary Devi Lal University, Sirsa)

Lesson Plan of Business Management

B.com 1<sup>st</sup> Semester Department of commerce

Teacher's Name Shekhar Sethi

Session 2025-26

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|                         |   |  |
|-------------------------|---|--|
| <b><u>July 2025</u></b> | <b>22<sup>nd</sup> July to 31<sup>st</sup> July</b> | <b>Chapter 1 &amp; 2</b>                                     |
| <b><u>Aug 2025</u></b>  | <b>1<sup>ST</sup> Aug to 10<sup>th</sup> Aug</b>    | <b>Chapter no 3</b>  |
|                         | <b>11<sup>th</sup> Aug to 31<sup>st</sup> Aug</b>   | <b>Chapter no 4 &amp; 5</b>                                  |
| <b><u>Sep 2025</u></b>  | <b>1<sup>st</sup> Sep to 10<sup>th</sup> Sep</b>    | <b>Chapter no 6 &amp; 7</b>                                  |
|                         | <b>11<sup>th</sup> Sep to 20<sup>th</sup> Sep</b>   | <b>Chapter no 8</b>  |
|                         | <b>21<sup>st</sup> Sep to 30<sup>th</sup> Sep</b>   | <b>Chapter no 9 &amp; 10</b>                                 |
| <b><u>Oct 2025</u></b>  | <b>1<sup>st</sup> Oct to 5<sup>th</sup> Oct</b>     | <b>Chapter no 11 &amp; 12</b>                                |
|                         | <b>6<sup>th</sup> Oct to 17<sup>TH</sup> Oct</b>    | <b>Mid Term Exams &amp; Revision</b>                         |
|                         | <b>18<sup>th</sup> Oct to 26<sup>th</sup> oct</b>   | <b>Diwali Break</b>  |
|                         | <b>27<sup>th</sup> Oct to 31<sup>st</sup> Oct</b>   | <b>Chapter no 13 &amp; 14</b>                                |
| <b><u>Nov 2025</u></b>  | <b>1<sup>st</sup> Nov to 10<sup>th</sup> Nov</b>    | <b>Chapter 15, 16</b>  |
|                         | <b>11<sup>th</sup> Nov to 20<sup>th</sup> Nov</b>   | <b>Chapter no 17 ,18 &amp; Assignments<br/>Notes sharing</b> |
|                         | <b>21<sup>st</sup> Nov onwards</b>                  | <b>Revision Classes</b>                                      |
|                         |   |  |

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C.M.G Government college for Women, Bhodia Khera  
(Affiliated to Chaudhary Devi Lal University, Sirsa)

Department of commerce

Lesson Plan of Corporate Law

B.com 3<sup>rd</sup> Semester

Teacher's Name Shekhar Sethi

Session 2025-26

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|                        |   |  |
|------------------------|---|--|
| <b><u>Aug 2025</u></b> | <b>1<sup>ST</sup> Aug to 10<sup>th</sup> Aug</b>  | <b>Chapter no 1 &amp; 2</b>                                  |
|                        | <b>11<sup>th</sup> Aug to 31<sup>st</sup> Aug</b> | <b>Chapter no 3, 4 &amp; 5</b>                               |
| <b><u>Sep 2025</u></b> | <b>1<sup>st</sup> Sep to 10<sup>th</sup> Sep</b>  | <b>Chapter no 6 &amp; 7</b>                                  |
|                        | <b>11<sup>th</sup> Sep to 20<sup>th</sup> Sep</b> | <b>Chapter no 8</b>  |
|                        | <b>21<sup>st</sup> Sep to 30<sup>th</sup> Sep</b> | <b>Chapter no 9 &amp; 10</b>                                 |
| <b><u>Oct 2025</u></b> | <b>1<sup>st</sup> Oct to 5<sup>th</sup> Oct</b>   | <b>Chapter no 11 &amp; 12</b>                                |
|                        | <b>6<sup>th</sup> Oct to 17<sup>TH</sup> Oct</b>  | <b>Mid Term Exams &amp; Revision</b>                         |
|                        | <b>18<sup>th</sup> Oct to 26<sup>th</sup> oct</b> | <b>Diwali Break</b>  |
|                        | <b>27<sup>th</sup> Oct to 31<sup>st</sup> Oct</b> | <b>Chapter no 13 &amp; 14<br/>PPT Classes</b>                |
| <b><u>Nov 2025</u></b> | <b>1<sup>st</sup> Nov to 10<sup>th</sup> Nov</b>  | <b>Chapter 15, 16</b>  |
|                        | <b>11<sup>th</sup> Nov to 20<sup>th</sup> Nov</b> | <b>Chapter no 17 ,18 &amp; Assignments<br/>Notes sharing</b> |
|                        | <b>21<sup>st</sup> Nov onwards</b>                | <b>Revision Classes</b>                                      |
|                        |   |  |

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C.M.G Government college for Women, Bhodia Khera  
(Affiliated to Chaudhary Devi Lal University, Sirsa)

Department of commerce

Lesson Plan of **Computer Applications and Soft Skills for Business**

M.COM 1<sup>st</sup> Semester

Teacher's Name Shekhar Sethi

Session 2025-26

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|  |   |  |   |
|--|---|--|---|
|  | <b>1<sup>ST</sup> Aug to 10<sup>th</sup><br/>Aug</b>  |  | <b>Basics of Computer Applications</b><br>- Introduction to Computers: Types, Components, and Uses<br>- Operating Systems: Windows and File Management<br>- Word Processing using MS Word: Formatting, Tables, Mail Merge |
|  | <b>11<sup>th</sup> Aug to 31<sup>st</sup><br/>Aug</b> |  | <b>MS Excel: Formulas, Functions, Charts, Data Validation</b><br>- Presentation Tools using MS PowerPoint:<br>Design Cyber Security Awareness   |



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|------------------------|---|--|--|
| <b><u>Sep 2025</u></b> | <b>1<sup>st</sup> Sep to 10<sup>th</sup> Sep</b>  |  | <b>Internet and Digital Tools for Business</b><br>- Introduction to Internet, Browsers and Search Engines<br>- Email Communication: Etiquette, Attachments, Signatures<br>- Digital Collaboration Tools: Google Workspace, MS Teams, Zoom, etc |
|                        | <b>11<sup>th</sup> Sep to 20<sup>th</sup> Sep</b> |  | - Online Forms, Surveys, and Data Collection Tools<br>- Social Media for Professional Use: LinkedIn, Twitter, Blogs  |
|                        | <b>21<sup>st</sup> Sep to 30<sup>th</sup> Sep</b> |  | - E-Governance and E-Commerce Applications in Business   |
| <b><u>Oct 2025</u></b> | <b>1<sup>st</sup> Oct to 5<sup>th</sup> Oct</b>   |  | <b>Communication and Interpersonal Skills</b><br>- Principles of Effective Communication: Verbal and Non-Verbal<br>- Business Correspondence: Emails, Memos, and Reports<br>- Listening and Feedback Skills                                    |
|                        | <b>6<sup>th</sup> Oct to 17<sup>th</sup> Oct</b>  |  | <b>Mid Term Exams &amp; Revision</b>   |
|                        | <b>18<sup>th</sup> Oct to 26<sup>th</sup> Oct</b> |  | <b>Diwali Break</b>  |
|                        | <b>27<sup>th</sup> Oct to 31<sup>st</sup> Oct</b> |  | <b>Interpersonal Skills: Empathy, Assertiveness, and Conflict Resolution</b>   |

|                        |   |  |   |
|------------------------|---|--|---|
|                        |   |  | <ul style="list-style-type: none"> <li>- Cross-cultural Communication and Diversity Management</li> <li>- Emotional Intelligence and Professional Etiquette</li> </ul>  |
| <b><u>Nov 2025</u></b> | <b>1<sup>st</sup> Nov to 10<sup>th</sup> Nov</b>  |  | <ul style="list-style-type: none"> <li>- Resume and Cover Letter Writing</li> <li>- Group Discussions and Personal Interviews: Preparation and Practice</li> <li>- Presentation Skills: Voice Modulation, Audience Engagement, Body Language</li> <li>- Time and Stress Management Techniques</li> <li>- Teamwork and Leadership in a Digital Workplace</li> <li>- Continuous Learning and Self-Development through Online Platforms</li> </ul> |
|                        | <b>11<sup>th</sup> Nov to 20<sup>th</sup> Nov</b> |  | <b>Practical Classes &amp; Assignments</b><br>Notes sharing   |
|                        | <b>21<sup>st</sup> Nov onwards</b>                |  | <b>Revision Classes</b>   |
|                        |   |  |   |

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C.M.G Government college for Women, Bhodia Khera  
(Affiliated to Chaudhary Devi Lal University, Sirsa)

Department of commerce

Lesion Plan of Sales & Distribution Management

M.COM 3<sup>rd</sup> Semester

Teacher's Name Shekhar Sethi

Session 2025-26

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|                        |   |                                       |
|------------------------|---|---------------------------------------|
| <b><u>Aug 2025</u></b> | <b>1<sup>ST</sup> Aug to 10<sup>th</sup> Aug</b>  | <b>Chapter no 1 &amp; 2</b>           |
|                        | <b>11<sup>th</sup> Aug to 31<sup>st</sup> Aug</b> | <b>Chapter no 3 &amp; 4</b>           |
| <b><u>Sep 2025</u></b> | <b>1<sup>st</sup> Sep to 10<sup>th</sup> Sep</b>  | <b>Chapter no 5 &amp; 6</b>           |
|                        | <b>11<sup>th</sup> Sep to 20<sup>th</sup> Sep</b> | <b>Chapter no 7</b>                   |
|                        | <b>21<sup>st</sup> Sep to 30<sup>th</sup> Sep</b> | <b>Chapter no 8</b>                   |
| <b><u>Oct 2025</u></b> | <b>1<sup>st</sup> Oct to 5<sup>th</sup> Oct</b>   | <b>Chapter no 9<br/>Notes sharing</b> |
|                        | <b>6<sup>th</sup> Oct to 17<sup>TH</sup> Oct</b>  | <b>Unit Test &amp; Revision</b>       |
|                        | <b>18<sup>th</sup> Oct to 26<sup>th</sup> oct</b> | <b>Diwali Break</b>                   |
|                        | <b>27<sup>th</sup> Oct to 31<sup>st</sup> Oct</b> | <b>Chapter no 10</b>                  |
| <b><u>Nov 2025</u></b> | <b>1<sup>st</sup> Nov to 10<sup>th</sup> Nov</b>  | <b>Chapter 11</b>                     |
|                        | <b>11<sup>th</sup> Nov to 20<sup>th</sup> Nov</b> | <b>PPT Classes<br/>Assignments</b>    |
|                        | <b>21<sup>st</sup> Nov onwards</b>                | <b>Revision Classes</b>               |
|                        |   |                                       |

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C.M.G Government college for Women, Bhodia Khera  
(Affiliated to Chaudhary Devi Lal University, Sirsa)

Department of commerce

Lesson Plan of Cost Accounting

B.COM 5<sup>th</sup> Semester

Teacher's Name Shekhar Sethi

Session 2025-26

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|                        |   |  |
|------------------------|---|--|
| <b><u>Aug 2025</u></b> | <b>1<sup>ST</sup> Aug to 10<sup>th</sup> Aug</b>  | <b>Chapter no 1 &amp; 2</b>                            |
|                        | <b>11<sup>th</sup> Aug to 31<sup>st</sup> Aug</b> | <b>Chapter no 3 &amp; 4</b>                            |
| <b><u>Sep 2025</u></b> | <b>1<sup>st</sup> Sep to 10<sup>th</sup> Sep</b>  | <b>Chapter no 5 &amp; 6</b>                            |
|                        | <b>11<sup>th</sup> Sep to 20<sup>th</sup> Sep</b> | <b>Chapter no 7 &amp; 8</b>                            |
|                        | <b>21<sup>st</sup> Sep to 30<sup>th</sup> Sep</b> | <b>Chapter no 9 &amp; 10</b>                           |
| <b><u>Oct 2025</u></b> | <b>1<sup>st</sup> Oct to 5<sup>th</sup> Oct</b>   | <b>Chapter no 11<br/>Notes sharing</b>                 |
|                        | <b>6<sup>th</sup> Oct to 17<sup>TH</sup> Oct</b>  | <b>Unit Test &amp; Revision</b>                        |
|                        | <b>18<sup>th</sup> Oct to 26<sup>th</sup> oct</b> | <b>Diwali Break</b>                                    |
|                        | <b>27<sup>th</sup> Oct to 31<sup>st</sup> Oct</b> | <b>Chapter no 12</b>                                   |
| <b><u>Nov 2025</u></b> | <b>1<sup>st</sup> Nov to 10<sup>th</sup> Nov</b>  | <b>Chapter 13 &amp; 14</b>                             |
|                        | <b>11<sup>th</sup> Nov to 20<sup>th</sup> Nov</b> | <b>Chapter 15 &amp; 16 PPT<br/>Classes Assignments</b> |
|                        | <b>21<sup>st</sup> Nov onwards</b>                | <b>Revision Classes</b>                                |
|                        |   |  |